



RISK MANAGEMENT AGENCY'S RISK MANAGEMENT EDUCATION

AGNES DOUGLAS

DECEMBER 5, 2016



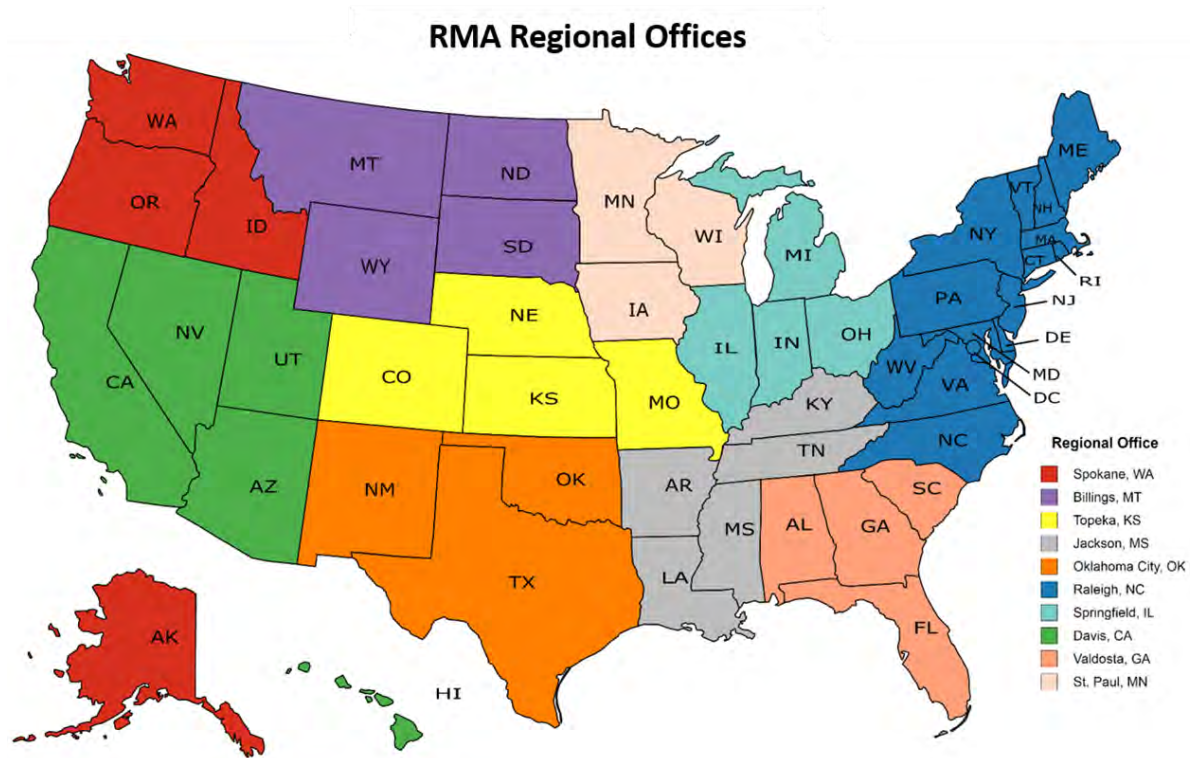
WHAT IS THE RISK MANAGEMENT AGENCY?

- Serves America's agricultural producers through effective, market-based risk management tools to strengthen the economic stability of agricultural producers and rural communities. RMA is committed to increasing the availability and effectiveness of Federal crop insurance as a risk management tool.
- RMA manages the Federal Crop Insurance Corporation (FCIC) to provide innovative crop insurance products to America's farmers and ranchers.

WHAT IS RISK MANAGEMENT EDUCATION?

- The Risk Management Education Division (RMED) partners with public and private entities to train farmers and ranchers in using risk management tools and strategies.
- RMA's Risk Management Education Partnerships Program develops training and education tools to help farmers and ranchers, especially those traditionally underserved or with limited resources, learn how to effectively manage long-term risks and challenges.
- Through training and education partnerships, producers receive assistance in understanding and using crop insurance and other tools so they can make the best risk management decisions for their agricultural operations.
- Past partnership agreements have included universities, county cooperative extension offices, and non-profit organizations. Over the past 10 years, RMA has awarded \$124 million for partnership agreements providing risk management education and training programs to farmers and ranchers across the country. In 2015 alone, nearly 90,000 farmers and ranchers participated in our outreach events.

WHERE ARE WE LOCATED?



WHAT IS RMED'S MISSION & VISION?

- Mission:

Educate Farmers, Ranchers, and Producers with real-time crop insurance program information and risk management tools through effective partnerships and outreach.

- Vision:

Ensure the risk management education program is an industry leader in the education of the crop insurance program through exemplary partnerships, service, and outreach.

WHY PARTNER?

- No one group has all the answers to the questions about risks surrounding an agricultural operation.
- Partnerships allow RMA to reach more producers.
- Partnerships build capacity for both the recipient of the award and all the groups that collaborate with them.



WHAT PROGRAMS ARE AVAILABLE?

- Risk Management Education Partnerships Program
- Crop Insurance in Targeted States Program

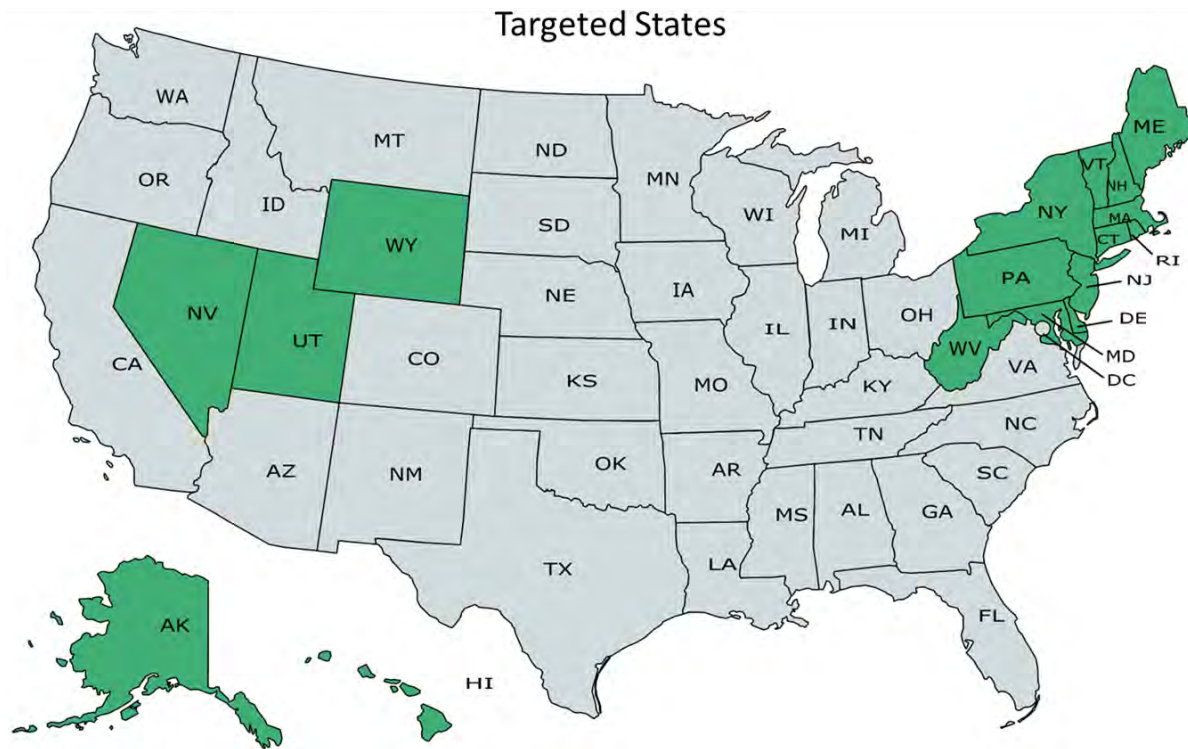
RISK MANAGEMENT EDUCATION PARTNERSHIP PROGRAM

- Increase the availability of loss mitigation, financial, and other risk management tools for producers.
- Give priority to risk management tools for producers of:
 - Agricultural commodities covered by section 196 of the Agricultural Market Transition Act (7 U.S.C. 7333) such as floricultural, ornamental nursery, Christmas trees, turf grass sod, aquaculture (including ornamental fish), sea grass and sea oats, camelina, sweet sorghum, biomass sorghum, and industrial crops;
 - Specialty crops; and
 - Underserved agricultural commodities.
- Provide producers with training and informational opportunities for better use in:
 - Financial management,
 - Farm financial benchmarking,
 - Crop insurance,
 - Marketing contracts, and
 - Other existing and emerging risk management tools.

TARGETED STATES PROGRAM

- Education and information is provided to producers in States with-
 - Low level of Federal crop insurance [participation](#) and [availability](#); and
 - [Underserved](#) by the Federal crop insurance program.
- Special emphasis on risk management strategies, education, and outreach targeted at-
 - Beginning farmers or ranchers;
 - Legal immigrant farmers or ranchers that are attempting to become established producers;
 - Socially disadvantaged farmers or ranchers;
 - Farmers or rancher preparing to retire and transition strategies to help new farmer or ranchers get started; and
 - New or established farmers or ranchers converting production and marketing systems to pursue new markets.

TARGETED STATES MAP



WHAT IS A COOPERATIVE AGREEMENT?

A cooperative agreement is a legal instrument of financial assistance between a Federal awarding agency or pass-through entity and a non-Federal entity.

- It is used to enter into a relationship the principal purpose of which is to transfer anything of value from the Federal awarding agency or pass-through entity to the non-Federal entity to carry out a public purpose authorized by a law of the United States; and
- It is distinguished from a grant in that it provides for **substantial involvement** between the Federal awarding agency or pass-through entity and the non-Federal entity in carrying out the activity contemplated by the Federal award.

RMA SUBSTANTIAL INVOLVEMENT

RMA Regional Office Specialists

- Reviews all materials before use in the public domain.
- Acts as technical resource on crop insurance.
- Reviews requests for payment against work performed.
- Works closely with RMED staff to monitor the project.

RMED Specialists

- Monitor recipients and related project activities.
- Process requests for advance or reimbursement.
- Acts as subject matter expert on Cooperative Agreements.
- Approves funding reallocations and no-cost extensions.

EXAMPLES OF RMA SUBSTANTIAL INVOLVEMENT

- Review and approve Recipient material prior to meetings/workshops;
- Able to halt an activity if detailed performance specifications are not met;
- Specifies direction or redirection of scope of work due to the inter-relationships with other projects; and
- Collaborates with the recipient by working jointly in carrying out the scope of work, by presenting at meetings and contributing to the project effort.

APPLYING FOR AN AWARD

- RMED publishes a Request for Application (RFA) once per year, in which we give potential applicants the opportunity to apply for these awards.
- In the RFA, details are outlined on how to apply and what requirements need to be met. Each year the RFA may contain different priorities and dollar amounts.
- Individuals are not eligible applicants.
- RMED also publishes our frequently asked questions (FAQs) that are compiled from questions we have received from applicants in the past, to assist in completing the award application package.
- RMED is currently in the process of improving the way that these applications are submitted.

CONTACT US

- Contact RMED to be included on our mailing list to obtain email notification of RMA Partnership announcements and opportunities:

RMA.Risk-Ed@rma.usda.gov

- To receive RMA updates subscribe at:

<https://public.govdelivery.com/accounts/USDARMA/subscriber/new>

HELPFUL WEBSITES

- RMED Websites
 - <http://www.rma.usda.gov/aboutrma/who/aboutrme.html>
 - <http://www.rma.usda.gov/aboutrma/agreements/>
- To learn more about federal grants or find RMA RMED grants:
 - <http://www.Grants.gov>
- Information on exploring your risk management options:
 - <http://farm-risk-plans.rma.usda.gov/>
- The Ag Risk & Farm Management Library:
 - <http://www.agrisk.umn.edu/>

QUESTIONS

